

FIG. 1

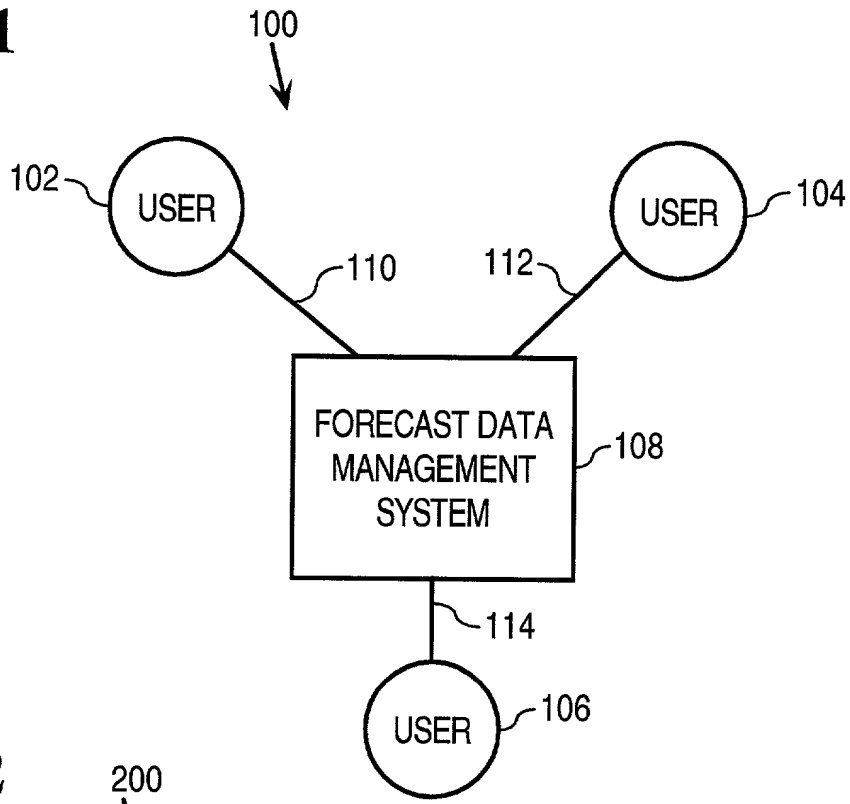
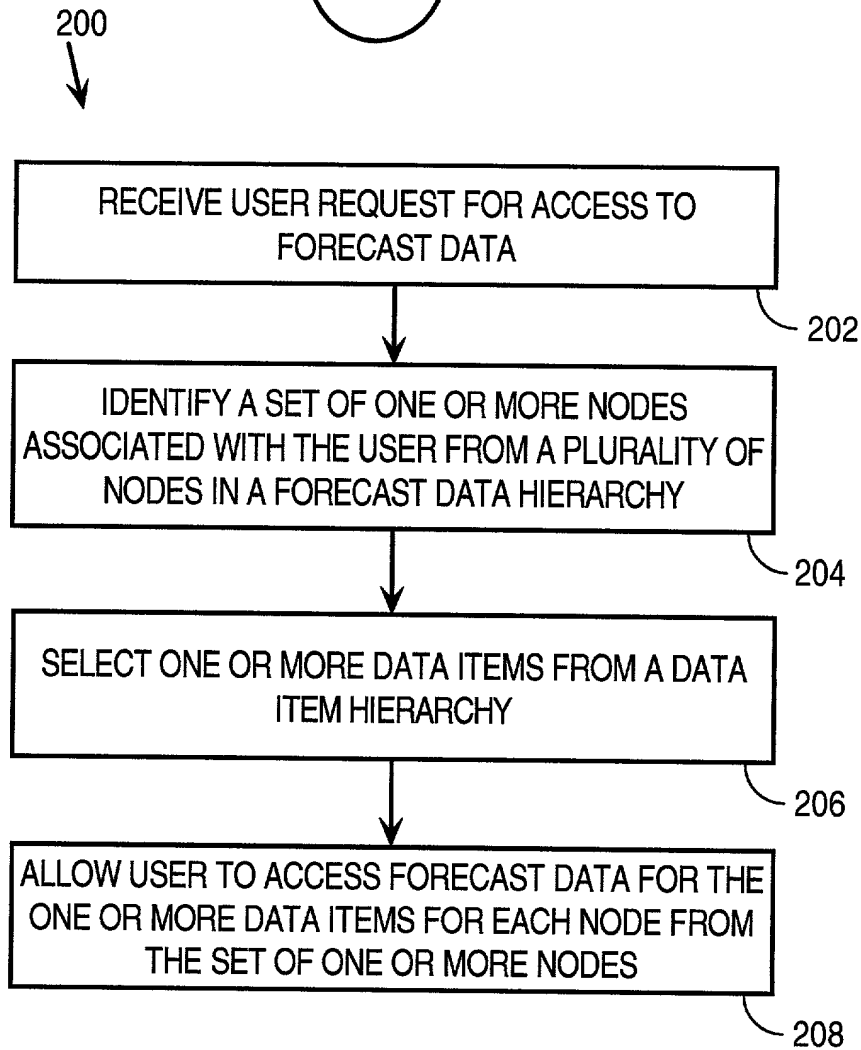


FIG. 2



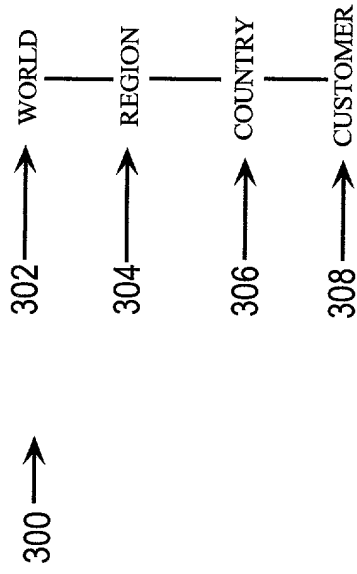


FIG. 3A

350 ↗

FIG. 3B

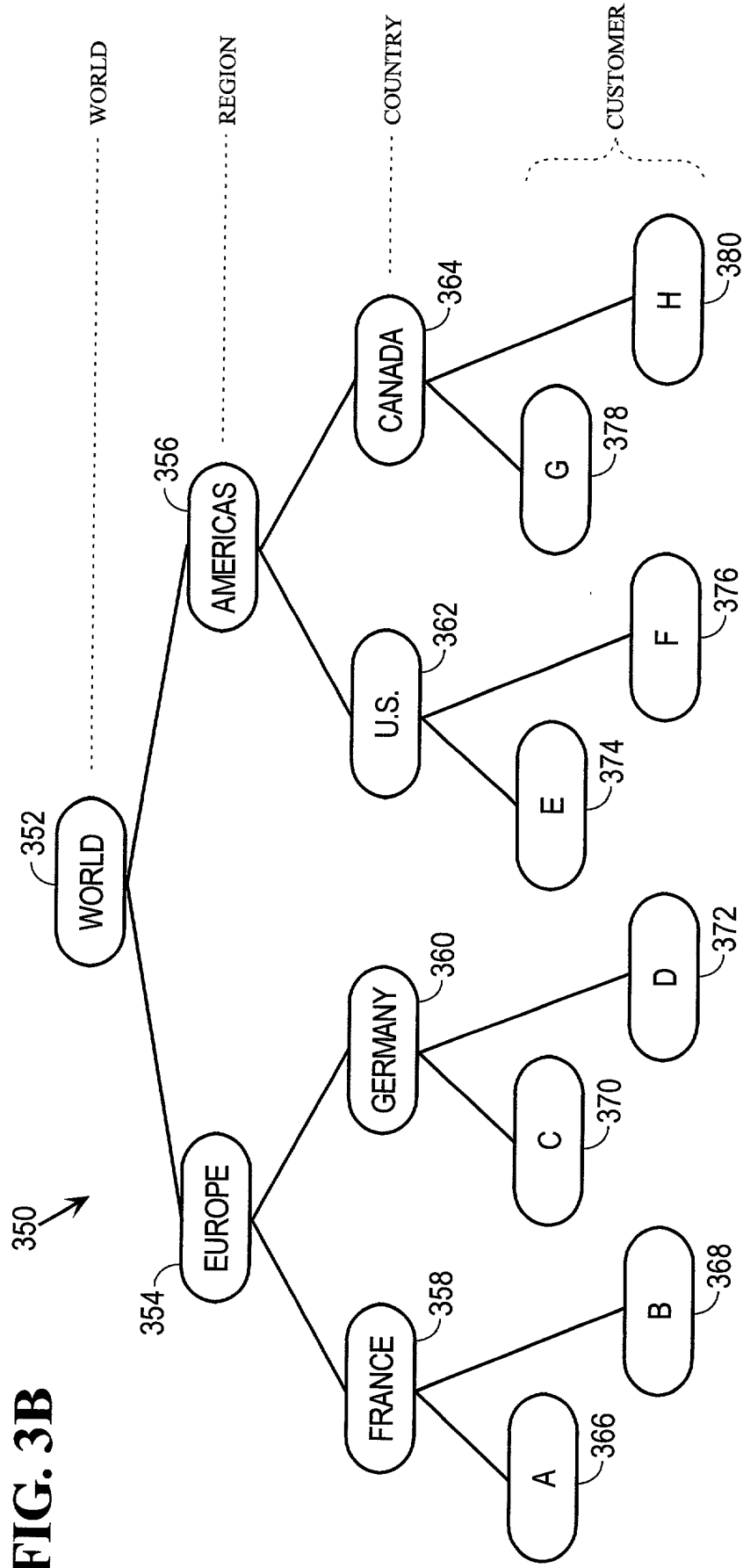


FIG. 4A

FIG. 4A is a block diagram of a product hierarchy.

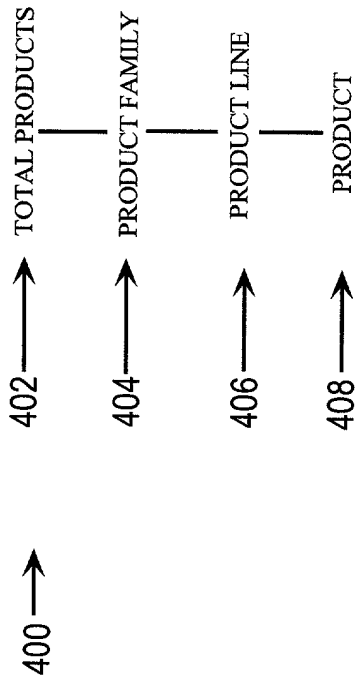
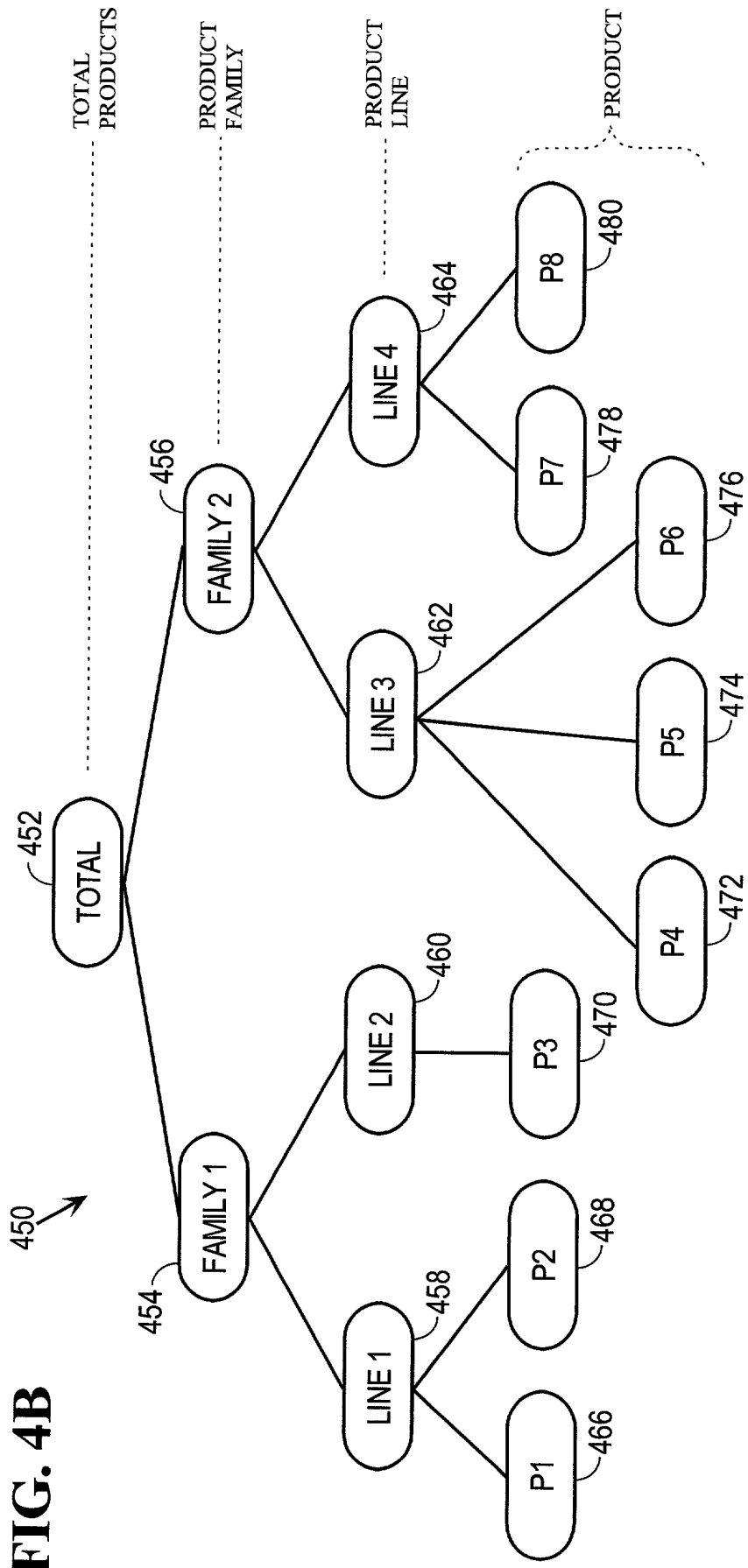


FIG. 4B



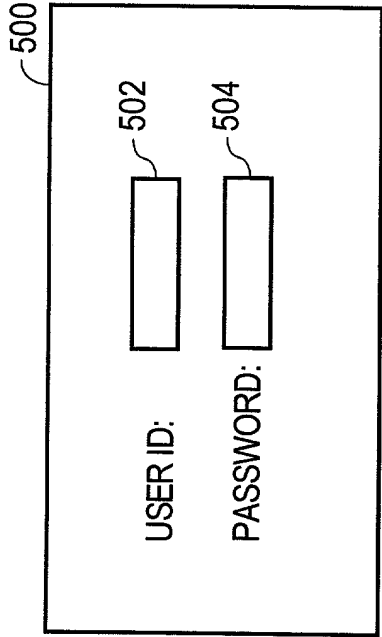


FIG. 5B

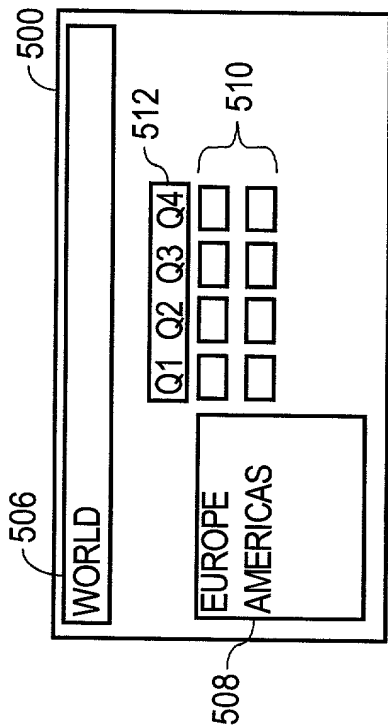
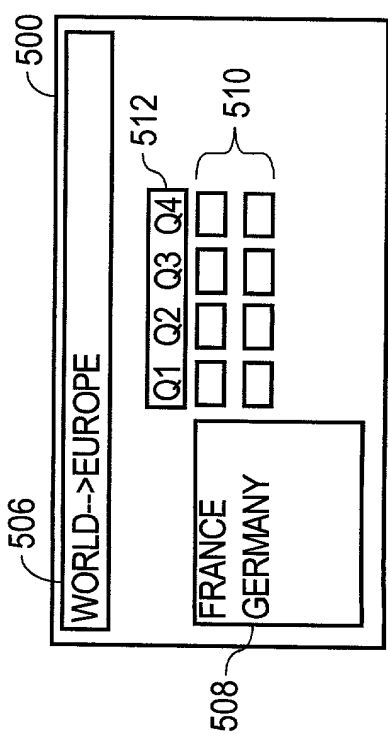


FIG. 5C



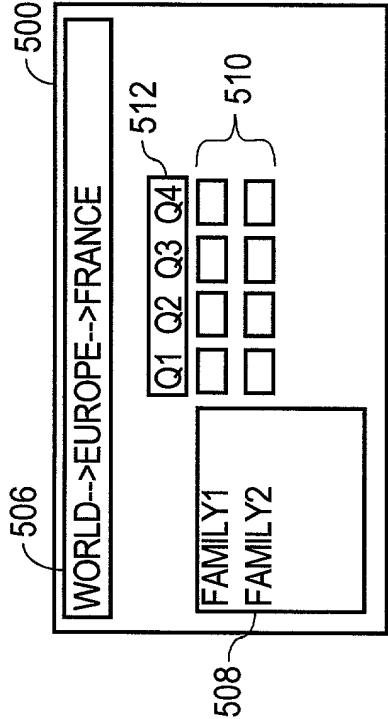


FIG. 5E

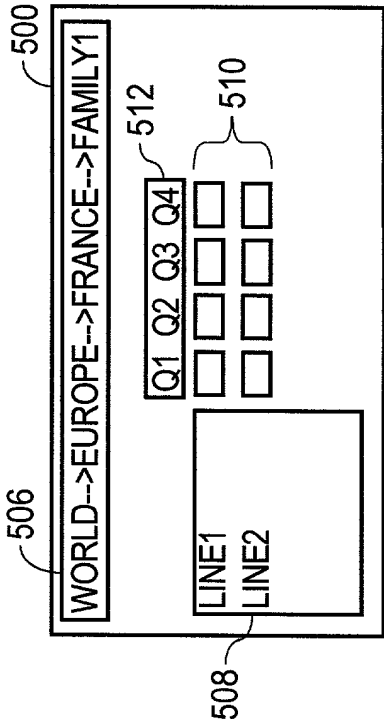


FIG. 6A

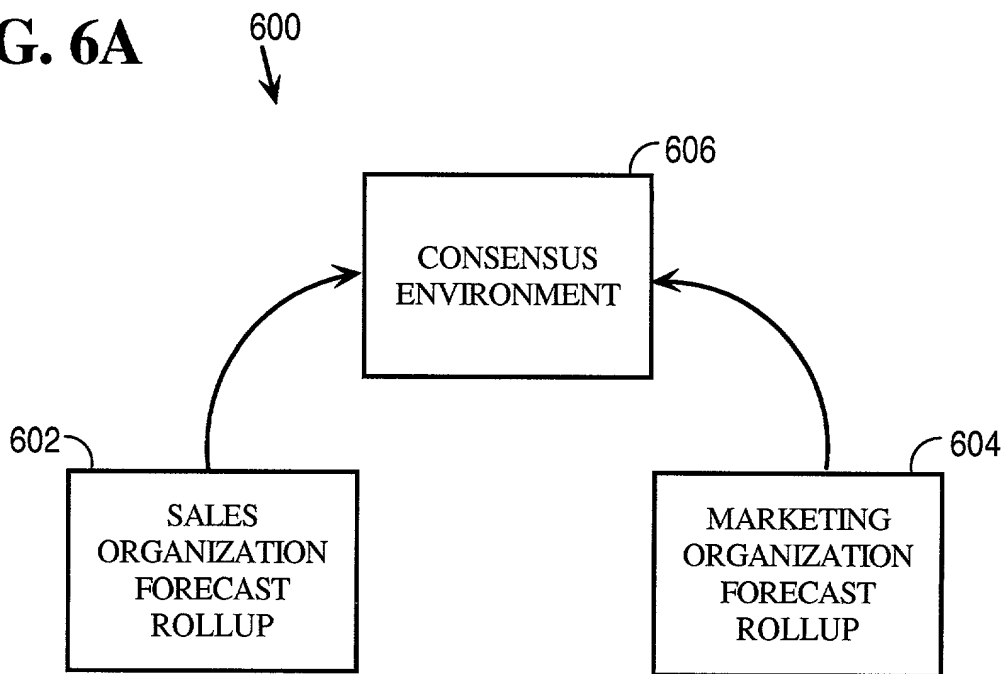


FIG. 6B

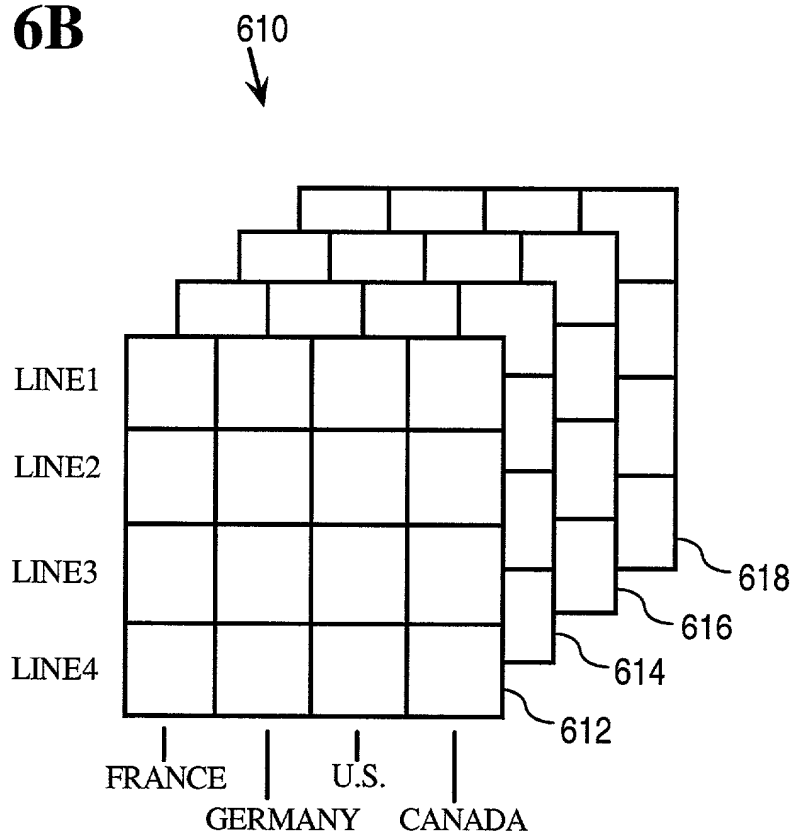


FIG. 6C

620

	U.S.	U.S.	CANADA	CANADA	FRANCE	FRANCE	GERMANY	GERMANY
	SALES	DIFF VS. MARKETING	SALES	DIFF VS. MARKETING	SALES	DIFF VS. MARKETING	SALES	DIFF VS. MARKETING
LINE 1	4,900	-128	4,083	98	8,983	360	3,552	-105
LINE 2	6,236	226	5,197	188	11,433	529	4,521	-200
LINE 3	6,398	-1737	5,332	730	11,730	-3384	4,639	1121
LINE 4	5,507	157	4,589	-107	10,097	-213	3,993	-198
TOTAL	17,534	-1,639	14,612	1,016	32,146	-2,495	12,712	816

FIG. 6D

640

	U.S.	CANADA	FRANCE	GERMANY
LINE 1	4,900	4,083	8,983	3,552
LINE 2	6,236	5,197	11,433	4,521
LINE 3	6,398	5,332	11,730	4,639
LINE 4	5,507	4,589	10,097	3,993

Fig. 7

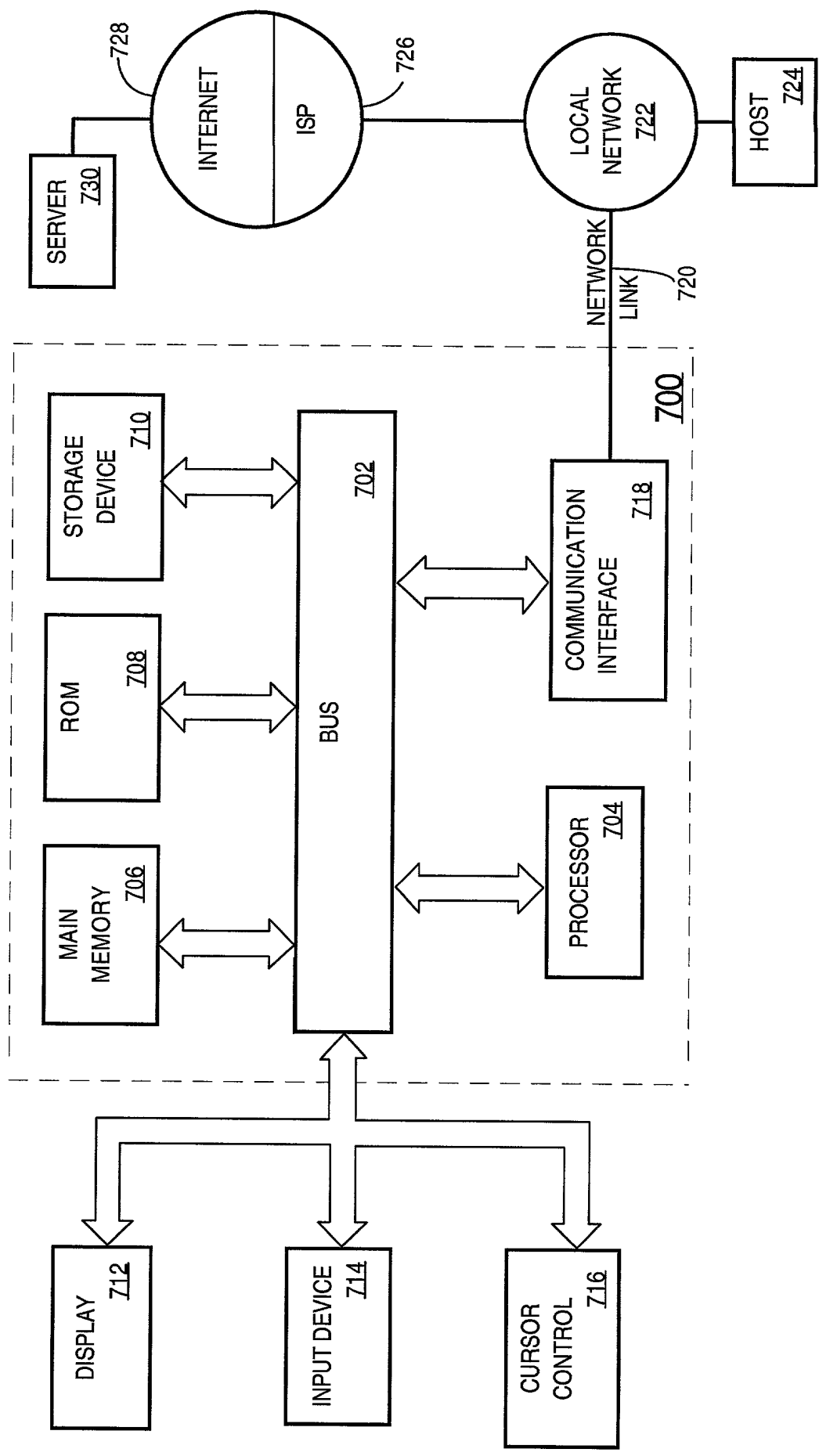


FIG. 8

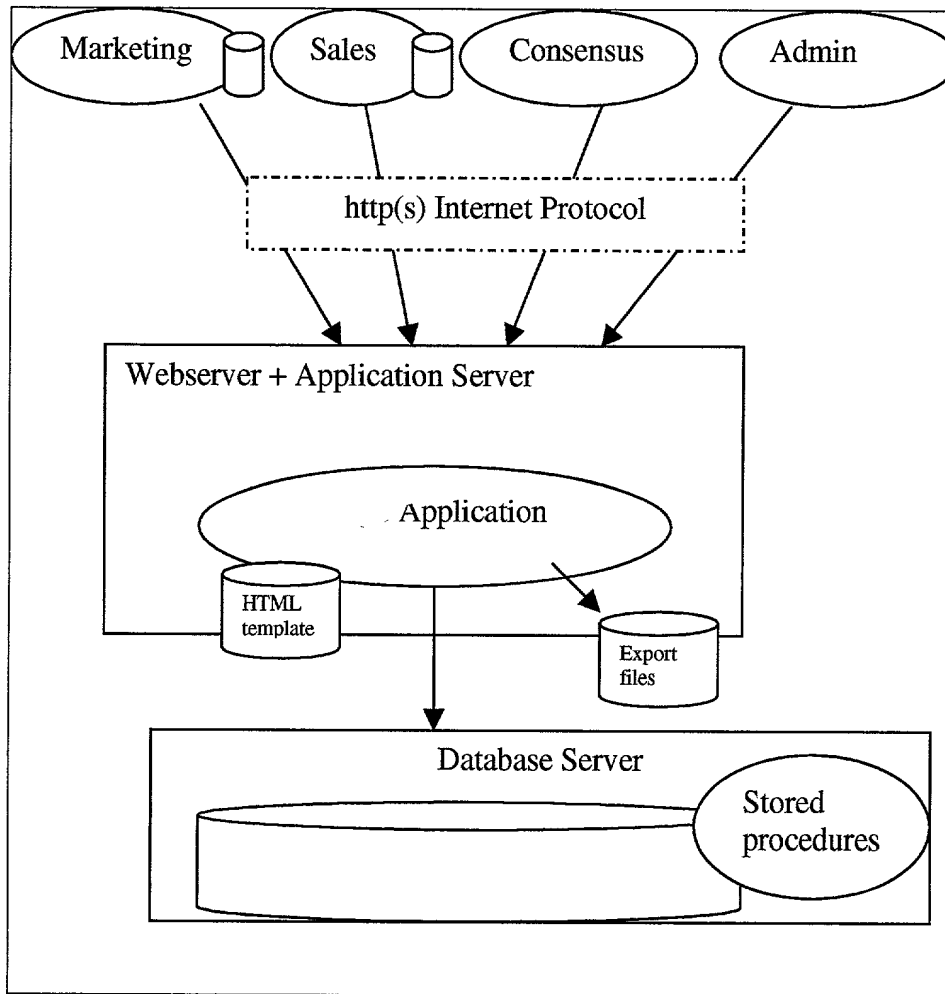


FIG. 9

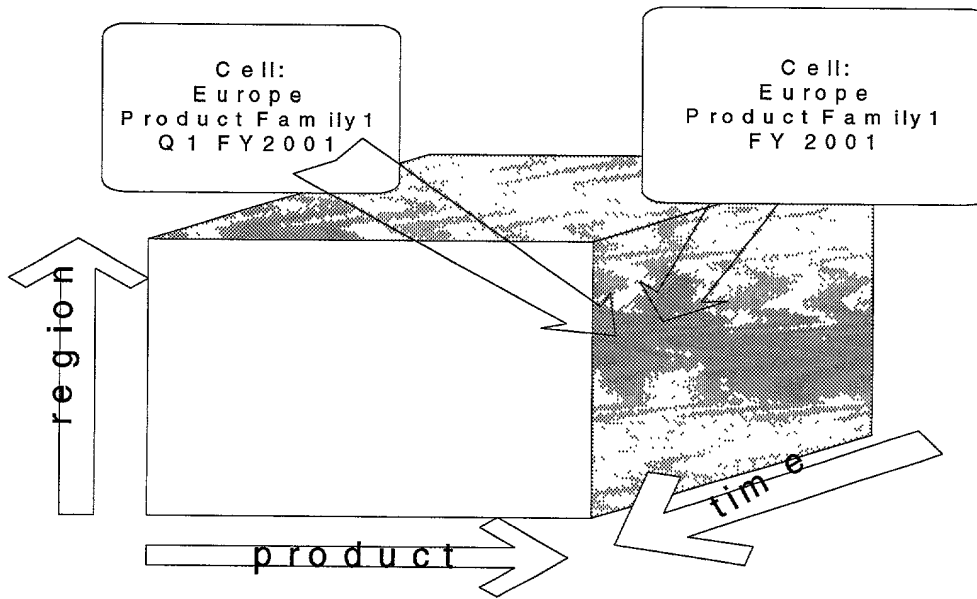


FIG. 10

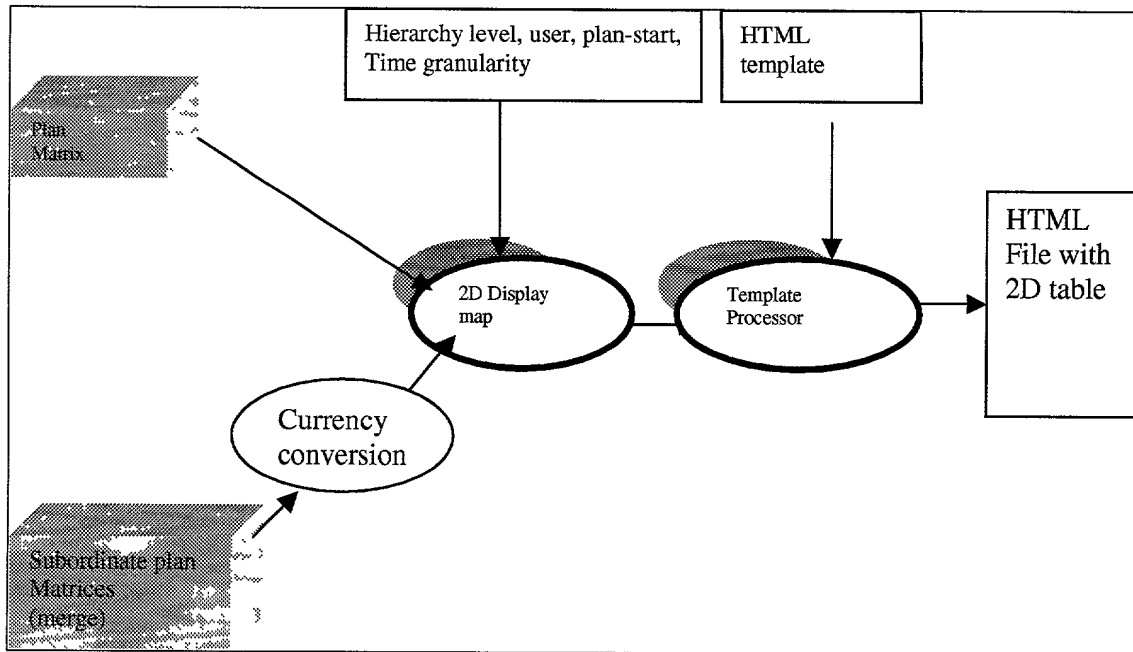


FIG. 11

